

Corporate Overview

ConEdison *Solutions* is a full service energy company that provides Facility Energy Management, Energy Information Systems, Commodity Portfolio Management and Project Financing services. Our expertise in integrating these services for the benefit of our customers distinguishes ConEdison *Solutions* from the competition. Our energy information analysis abilities, engineering experience, energy purchasing acumen and strong financial backing enables us to successfully develop and implement Energy Saving Performance Contracts (ESPC) that deliver robust results.

ConEdison *Solutions* is the unregulated wholly owned energy services subsidiary of Consolidated Edison, Inc. We provide a comprehensive portfolio of energy services to corporate and government entities – focusing on the Mid-Atlantic area. ConEdison *Solutions* recently acquired XENERGY's Engineering and Energy Services Division which has a 25-year history of providing energy efficiency expertise and focuses on Energy Savings Performance Contracting. ConEdison *Solutions* is headquartered in White Plains, NY with a major office in Fairfax, VA.

Energy Optimization - Driving Results in Today's Energy Market

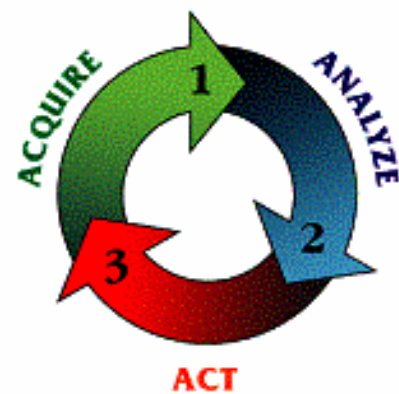
ConEdison *Solutions*' strategy for the dynamic energy market is to work with customers to maximize the utility of energy. To that end, our Energy Optimization Strategy integrates our energy services and financing expertise to obtain the best overall performance that energy and energy infrastructure can possibly provide in serving our customer's objectives. Central to realizing the benefits of the Energy Optimization Strategy is our process, which consists of three phases: Acquire, Analyze, and Act.

Acquire: Gather critical information about your energy usage and facility operations.

Analyze: Review of your data in-depth for the purpose of developing an ESPC solution that addresses your energy cost reduction goals and infrastructure and operating needs.

Act: Implement the energy strategies developed during the Analyze phase. This can include a turn-key ESPC project that manages to your risk profile, recommendations and plans for managing your existing operating system, and opportunities for enhancements to existing infrastructure that will yield long term benefits.

The Optimizer Loop



Qualifications/Expertise

ConEdison *Solutions* and its staff have considerable experience in energy analysis, engineering and design, project management, and construction management as they relate to ESPC projects. Some of the functions included in the execution of these services are: performance of detailed designs, cost estimates, competitive bid preparations, subcontracting, procuring equipment, construction management, and hazardous waste identification and disposal, measurement and verification of savings, and project financing. ConEdison *Solutions* has a long history of developing and implementing performance-based projects, including ESPC projects for State and Federal Government agencies.

Con Edison Inc. and its related companies, Con Edison Energy, ConEdison *Solutions*, Con Edison Development, and Con Edison Communications bring the depth of knowledge and execution capability in all facets of the energy industry including energy trading, plant construction and operation, energy information, and retail energy management. In addition, the financial strength of the Con Edison organization and its commitment to the Commonwealth of Virginia will provide you with the confidence to select ConEdison *Solutions* for all your energy needs.

Conclusion

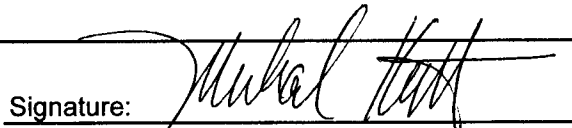
By forming a strategic relationship with ConEdison *Solutions*, you will be well positioned to maximize the value of energy as it relates to the efficiency and effectiveness of your facilities and operations. ConEdison *Solutions* has the experience, creativity, and full service capability in all areas of energy services as it relates to successful ESPC project implementation. The breadth and depth of ConEdison *Solutions*, and Con Edison, Inc. will provide you with a foundation of skills, experience, market knowledge, financial and staffing resources, required to successfully achieve the goals of your organization.

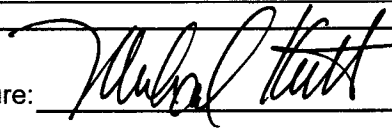
Point of Contact

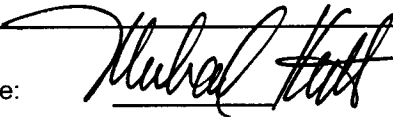
Paul Wenner, P.E., CEM
Director – National Accounts
ConEdison *Solutions*
4400 Fair Lakes Court
Fairfax, VA 22033

wennerp@conedsolutions.com
Phone: (703) 633-6182
Fax: (703) 631-4119

ESCO 1 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) SYNOPSIS OF OFFICE RESPONSIBLE FOR CONTRACT																																																																																	
Submitted By (Firm Name): ConEdison Solutions																																																																																		
Submittal For (Project Title): Services for Energy Performance Contracting																																																																																		
1) FIRM NAME AND ADDRESS: (office where work will be done) ConEdison Solutions 701 Westchester Avenue, Suite 300E White Plains, NY 10604 TELEPHONE: 914-286-7000 FAX: 914-448-0057 FEIN / SSN: 13-3719978	2) YEARS IN BUSINESS 5 a) Under Present name: 5 b) List other names and years ProMark Energy 1993-97 4 years																																																																																	
3) NAMES OF PARENT COMPANIES: (if any) Consolidated Edison, Inc. 4 Irving Place New York, NY 10003 TELEPHONE: 212-460-4600 FAX:	4) SPECIFY TYPE OF OWNERSHIP: <div style="display: flex; justify-content: space-between;"> <div style="width: 60%;"> <input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> Professional Corp. <input checked="" type="checkbox"/> Corporation Virginia Certificate of Authority Dated: December, 1995 </div> <div style="width: 35%; text-align: right;"> <input type="checkbox"/> MBE <input type="checkbox"/> SBE <input type="checkbox"/> WBE </div> </div>																																																																																	
5) NAMES OF NOT MORE THAN TWO PRINCIPALS TO CONTACT: (Title, e-mail, and Phone Number) John Mitchell 914-286-7015 Director, National Accounts																																																																																		
6) PROPOSED CONSULTANTS OR OTHER OFFICES PROVIDING SERVICES: <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left; width: 20%;">FIRM NAME</th> <th style="text-align: left; width: 50%;">FUNCTION / RESPONSIBILITY</th> <th style="text-align: center; width: 30%;">WORKED WITH PRIME BEFORE?</th> </tr> </thead> <tbody> <tr> <td>Xenergy, Inc.</td> <td>Contractor</td> <td style="text-align: center;">Yes</td> </tr> <tr> <td>Bowman, Foster & Associates</td> <td>Contractor</td> <td style="text-align: center;">No</td> </tr> </tbody> </table> (Attach Firm Data Form ESCO-2 for each consultant or other office)			FIRM NAME	FUNCTION / RESPONSIBILITY	WORKED WITH PRIME BEFORE?	Xenergy, Inc.	Contractor	Yes	Bowman, Foster & Associates	Contractor	No																																																																							
FIRM NAME	FUNCTION / RESPONSIBILITY	WORKED WITH PRIME BEFORE?																																																																																
Xenergy, Inc.	Contractor	Yes																																																																																
Bowman, Foster & Associates	Contractor	No																																																																																
7) NUMBER OF PERSONNEL IN FIRM AT (1) ABOVE BY RESPONSIBILITY (List each person only once) <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 20%;"></th> <th style="text-align: center; width: 10%;">Licensed</th> <th style="text-align: center; width: 10%;">Unlicensed</th> <th style="text-align: center; width: 15%;">Company Total</th> <th style="text-align: center; width: 45%;">Assigned to Project</th> </tr> </thead> <tbody> <tr><td>Project Managers</td><td style="text-align: center;">3</td><td style="text-align: center;">1</td><td style="text-align: center;">4</td><td></td></tr> <tr><td>Energy Specialists</td><td style="text-align: center;">2</td><td style="text-align: center;">1</td><td style="text-align: center;">3</td><td></td></tr> <tr><td>Estimators</td><td></td><td style="text-align: center;">1</td><td style="text-align: center;">1</td><td></td></tr> <tr><td>Schedulers</td><td></td><td style="text-align: center;">1</td><td style="text-align: center;">1</td><td></td></tr> <tr><td>Safety Officers</td><td></td><td style="text-align: center;">1</td><td style="text-align: center;">1</td><td></td></tr> <tr><td>Procurement</td><td></td><td style="text-align: center;">1</td><td style="text-align: center;">1</td><td></td></tr> <tr><td>Accountants</td><td></td><td></td><td style="text-align: center;">0</td><td></td></tr> <tr><td>Clerical Staff</td><td></td><td></td><td style="text-align: center;">0</td><td></td></tr> <tr><td>Inspectors</td><td style="text-align: center;">1</td><td></td><td style="text-align: center;">1</td><td></td></tr> <tr><td>Haz Mat Specialists</td><td></td><td style="text-align: center;">1</td><td style="text-align: center;">1</td><td></td></tr> <tr><td>Engineers</td><td style="text-align: center;">1</td><td style="text-align: center;">2</td><td style="text-align: center;">3</td><td></td></tr> <tr><td>Architects</td><td></td><td></td><td style="text-align: center;">0</td><td></td></tr> <tr><td>CADD Operators</td><td></td><td style="text-align: center;">1</td><td style="text-align: center;">1</td><td></td></tr> <tr><td>Specifications</td><td></td><td></td><td style="text-align: center;">0</td><td></td></tr> <tr> <td>TOTALS</td> <td style="text-align: center;">7</td> <td style="text-align: center;">10</td> <td style="text-align: center;">17</td> <td></td> </tr> </tbody> </table>				Licensed	Unlicensed	Company Total	Assigned to Project	Project Managers	3	1	4		Energy Specialists	2	1	3		Estimators		1	1		Schedulers		1	1		Safety Officers		1	1		Procurement		1	1		Accountants			0		Clerical Staff			0		Inspectors	1		1		Haz Mat Specialists		1	1		Engineers	1	2	3		Architects			0		CADD Operators		1	1		Specifications			0		TOTALS	7	10	17	
	Licensed	Unlicensed	Company Total	Assigned to Project																																																																														
Project Managers	3	1	4																																																																															
Energy Specialists	2	1	3																																																																															
Estimators		1	1																																																																															
Schedulers		1	1																																																																															
Safety Officers		1	1																																																																															
Procurement		1	1																																																																															
Accountants			0																																																																															
Clerical Staff			0																																																																															
Inspectors	1		1																																																																															
Haz Mat Specialists		1	1																																																																															
Engineers	1	2	3																																																																															
Architects			0																																																																															
CADD Operators		1	1																																																																															
Specifications			0																																																																															
TOTALS	7	10	17																																																																															
The foregoing is a statement of fact. <div style="display: flex; justify-content: space-between; margin-top: 20px;"> <div style="width: 40%;"> Typed name Michael Keith and title: Director, Proposal Development </div> <div style="width: 40%; text-align: center;"> Signature: Date: December 17, 2002 </div> </div>																																																																																		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): <i>ConEdison Solutions</i>		
Submittal For (Project Title): <i>Services for Energy Performance Contracting</i>		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: <i>Paul A. Wenner, PE, CEM, Director of Engineering & Energy Services</i> TYPICAL DUTY OR ASSIGNMENT: <i>Project Manager/Principal-In-Charge</i>		
2) ASSIGNMENT FOR THIS PROJECT: <i>Project Manager</i> PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: <u>50%</u> PERCENT		
3) EMPLOYEE OF: <i>XENERGY Inc.</i>		
4) YEARS OF EXPERIENCE: <u>21 Years</u> TOTAL EXPERIENCE <u>7 Years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: <i>North Dakota State University, BS, 1981, Mechanical Engineering</i>		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type <i>P.E. - 1997 - Virginia - Mechanical</i> COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER <u>0402 028102</u>		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Director of Engineering & Energy Services. Oversees XENERGY's ESPC business sector. Manage Government relation on master ESPC IDIQ Contracts with DOE and DOD. Establish project development technical and economic analytical standards and procedures. Manage energy-related technical, environmental, and policy consulting contracts for federal, state and local governments, utilities and private sector clients. Develop energy conservation projects/programs, perform utility rate analysis and rate negotiations, and provide strategic planning on energy supply issues. Overall project management responsibilities include technical marketing, detailed energy auditing and analysis, retrofit and OEM equipment and systems design and specification, cost and financial analysis, construction management, operational training and performance & maintenance surveillance. Assess the technical and economic benefits of conventional, emerging and renewable energy efficiency technologies in specific facility applications. Develop and utilize analytical methods and tools to assess competing technology applications and fuel choice under site-specific conditions. Develop baseline and projected energy consumption profiles. Provide facility development planning, operational surveillance and consulting, operational training, and ongoing energy performance analysis.		
The foregoing is a statement of fact. Typed name <i>Michael Keith</i> and title: <i>Director, Proposal Development</i> <div style="text-align: right;"> Signature:  Date: <i>December 17, 2002</i> </div>		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): <i>ConEdison Solutions</i>		
Submittal For (Project Title): <i>Services for Energy Performance Contracting</i>		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: <i>Rui George DeLoureiro, Manager, Construction & Implementation Services</i> TYPICAL DUTY OR ASSIGNMENT: <i>Project Manager</i>		
2) ASSIGNMENT FOR THIS PROJECT: <i>Project Superintendent</i> PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: <i>XENERGY Inc.</i>		
4) YEARS OF EXPERIENCE: <i>10 Years</i> TOTAL EXPERIENCE <i>5 Years</i> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: <i>Rensselaer Polytechnic Institute, MS, 1997, Management</i> <i>Worcester Polytechnic Institute, BS, 1992, Electrical Engineering</i>		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT <div style="border: 1px solid black; padding: 10px; margin-top: 10px;"> <p>Mr. DeLoureiro is responsible for management of the installation phase of energy service performance projects (ESPC) projects, subcontractor coordination, construction oversight, cost control, scheduling, and post-implementation inspection. Additional responsibilities include developing project installation policies and procedures and overseeing all installation projects for XENERGY.</p> <p><u>Some relevant projects include:</u> Construction manager for more than 20 million dollars of construction for ESPC projects including: Hanscomb Airforce base, Fort Hamilton Army base, GSA facilities in the Northeast, and the JFK library project.</p> </div>		
The foregoing is a statement of fact. Typed name <i>Michael Keith</i> Signature:  and title: <i>Director, Proposal Development</i> Date: <i>December 17, 2002</i>		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): ConEdison Solutions		
Submittal For (Project Title): Services for Energy Performance Contractin		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Christopher M. Loney, P.E.		
TYPICAL DUTY OR ASSIGNMENT: Mechanical Engineer/ Designer		
2) ASSIGNMENT FOR THIS PROJECT: Mechanical Engineer		
PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND <u>20</u> PERCENT		
3) EMPLOYEE OF: BOWMAN, FOSTER & ASSOCIATES, PC		
4) YEARS OF EXPERIENCE: <u>13</u> TOTAL EXPERIENCE <u>4</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Old Dominion University/ B.S./ 1991/ Mechanical Engineering Technology		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type 1999/ Virginia/ Mechanical Engineering (29000)		
COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # <u>29000</u>		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mr. Loney is experienced in the design of piping systems for industrial, military, government and medical facilities. He has provided process piping designs for steam, compressed air, medical gases, fuel oil, and natural gas. His fire protection design experience includes both wet and dry sprinkler systems, exterior water distribution, HALON, dry chemical, aqueous film-forming foam (AFFF) and fire pumping systems. He is also experienced in HVAC and exhaust designs for central chiller and boiler plant installations. He has worked on a variety of facilities to include: juvenile detention, judicial, warehouses, office buildings, schools, computer rooms, automotive shops, barracks, hangars, military housing, libraries and theaters. Other experience includes preparation of cost estimates, writing specifications, performing energy studies and life cycle cost analyses, shop drawing reviews, field investigations, testing and balancing HVAC systems. <u>Some relevant projects include:</u> Heating and Plumbing Up-Grade, Correctional Unit #27, Dinwiddie, VA Willoughby Family Housing Revitalization, NS, Norfolk, VA Replace HVAC Equipment in 5 Bldg's, MCAS, Cherry Point, NC		
The foregoing is a statement of fact.		
Typed name and title:	Michael Keith Director, Proposal Development	Signature:  Date: December 17, 2002

